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https://www.100test.com/kao_ti2020/271/2021_2022__E5_9B_BD_E9_99_85_E5_95_86_E5_c85_271673.htm 买卖过招第一回 Buy and Sell Dan Smith是一位美国的健身用品经销商，此次是Robert第一回与他交手。就在短短几分钟的交谈中，Robert即感到这位大汉粗犷的外表下，藏有狡黠如脱兔的心思——他肯定是名沙场老将，自己绝不可掉以轻心。双方第一回过招如下：

----- 英文正文

----- Dan: Id like to get the ball rolling by talking about prices.
Robert: Shoot. Id be happy to answer any questions you may have.
Dan: Your products are very good. But Im a little worried about the prices youre asking. Robert: You think we should be asking for more? Dan: Thats not exactly what I had in mind. I know your research costs are high, but what Id like is a 25% discount. Robert: That seems to be a little high, Mr. Smith. I dont know how we can make a profit with those numbers. Dan: Please, Robert, call me Dan. Well, if we promise future business -- volume sales that will slash your costs for making the Exec-U-Ciser, right? Robert: Yes, but its hard to see how you can place such large orders. How could you turn over so many? Wed need a guarantee of future business, not just a promise. Dan: We said we wanted 1000 pieces over a six month period. What if we place orders for twelve months, with a guarantee?

Robert: If you can guarantee that on paper, I think we can discuss this further.

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----- D: 我想就从价钱方面开始谈吧！ R: 洗耳恭听！我很乐意答复任何问题。 D: 贵公司的产品很出色；但你们开的价码，让我觉得有点困难。 R: 你是觉得我们应该把价钱开高一点？ D: 我不是这个意思。我知道你们投入很高的开发费用，但是，我想要七五折。 R: Smith先生，这个折扣似乎多了点。这样的价格，我们公司怎么能有利润可赚！ D: Robert，请叫我Dan好了。这样吧！若我们答应以后继续合作，而且是大笔的生意，就可以使你们大幅降低‘健你乐’的制造成本，对不？ R: 嗯！不过，我看不出您怎能下这么大笔的订单?!贵公司如何销售这么多的货呢？我们要的可是保证，而不是随口答应就算数的哦！ D: 我们本来说半年内订货1000件。如果现在我们保证一年内都会跟你们订货，你意下如何？ R: 如果你们能以书面保证，我想我们可以再谈。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com